

# Med Supp Broker Bonus Program

October through December

## Limited Time Opportunity

You will receive a cash bonus when you sell our Medicare supplement and SELECT products in the following states from October 1, 2018 – December 31, 2018.

- Alabama
- Arizona
- Colorado
- Florida
- Georgia
- Idaho
- Illinois
- Indiana
- Iowa
- Kentucky
- Louisiana
- Maryland
- Mississippi
- Nebraska
- Nevada
- New Hampshire
- New Jersey
- New Mexico
- North Carolina
- Ohio
- Oklahoma
- Pennsylvania
- South Carolina
- South Dakota
- Tennessee
- Texas
- Utah
- Virginia
- West Virginia
- Wisconsin

## Qualifying Business

You need a minimum of five Medicare supplement or SELECT policies issued in a month. Your policies that count toward the minimum can be:

- Those from any state
- All Plans we offer in any state
- Underwritten, Open Enrollment, Guaranteed Issue

## Payment

Whereas the criteria is broad to help you meet the monthly five-policy minimum, the bonus pays:

- For Plans F, G and N in the states listed above and policy WM28 in Wisconsin
- \$150 cash per issued underwritten policy (includes internal and affiliate conversions)
- \$30 per issued policy for Open Enrollment business (excludes internal and affiliate conversions)

Please note:

- Excludes all Guaranteed Issue and under age-65 business
- Internal and affiliate conversions on underwritten business are eligible for payment only when the original writing agent submits the application
- Policy must be in force at time payment occurs
- Payment is based on the month in which the policy took effect. See the following schedule.

For policies issued between October 1, 2018 and December 31, 2018, payments will occur early in the second month following the policy effective date. Policies must be in force at time of payment.

For example, a policy is issued October 12, 2018 with a February 1, 2019 effective date. The bonus will be paid in April 2019 as long as the policy is in force.

### For policies issued October 1 – December 31, 2018

Policy Effective Date	Payment Period
October 2018	Early December 2018
continues like this through	
June 2019	Early August 2019

## Eligibility

You are eligible to earn a cash payout on Medicare supplement and SELECT business you place as a broker producer (personal production only; individuals or agencies may not qualify based on business placed by down-line producers) for policies underwritten by Mutual of Omaha or its affiliates. Some exclusions apply.

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For producer use only. Not for use with the general public.



## Miscellaneous

- Mutual of Omaha reserves the right to change, limit or cancel any program, rule or award at any time
- You must be contracted and actively representing Mutual of Omaha Insurance Company or its affiliate at the time of the award
- You must be in good standing with Mutual of Omaha's Regulatory Affairs at the time of the award
- No substitution for, or transfer of the award, will be allowed
- The costs of the award will be reported to you as taxable income on IRS Form 1099
- Special Agents' cash awards are allocated to their agency

## More Reasons to Partner with Us

With Mutual of Omaha, you get:

- Household discount to further lower rates (not available in Florida)
- No policy fee
- Plan G competitive with and without the household discount
- Med Supp e-App for error-free and complete applications
- Fast underwriting (10 minutes from e-App to underwriter; decision in less than three days)
- Talk directly with your underwriter
- Marketing Credits to build your business (minimum five issued apps in a month)

## Why Mutual of Omaha

We're invested in your success. We're committed to giving you the products your customers want plus the tools, resources and support you need.

[MutualofOmaha.com/broker](https://MutualofOmaha.com/broker)